

FIG.1

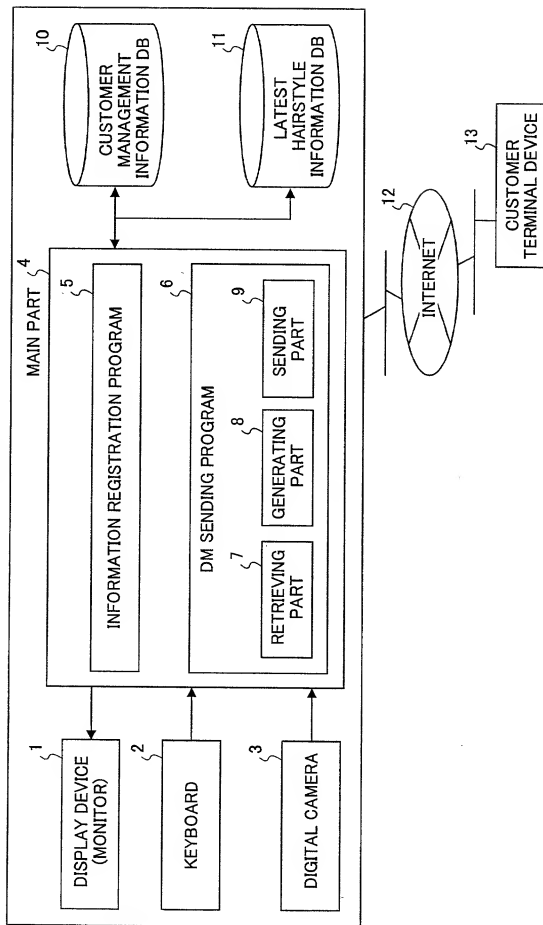


FIG.2

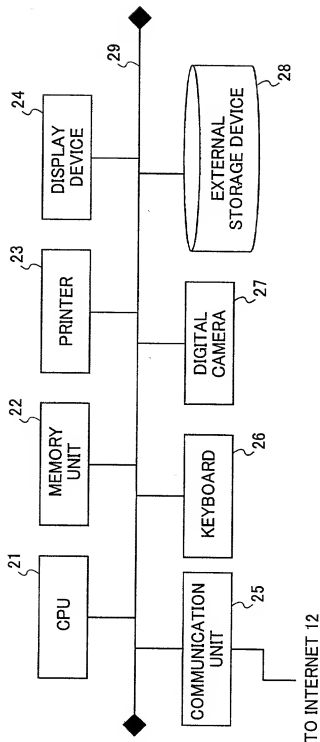


FIG.3

DEAR MS OO x x,
 THANK YOU FOR YOUR KINDEST PATRONAGE AT OTHER TIMES.
 WE HOPE THAT YOU ARE ENJOYING THESE SUMMER DAYS.
 IT IS NOW TIME AGAIN THAT YOU MAY WANT TO HAVE YOUR HAIR CUT.
 OUR SUGGESTIONS ARE THE FOLLOWING THREE HAIRSTYLES.
 PLEASE LET US KNOW IF ANY OF THESE SHOULD INTEREST YOU.
 WE ARE LOOKING FORWARD TO YOUR VISIT TO OUR SALON SOON.
 YOURS. ▲▲

(FACE) (TOTAL BODY) (COMMENT)



A.



HAIR TYPE	PERM	LENGTH	PREVIOUS VISIT	TREND?	COMMENT	REMARKS
HARD	NO	22cm	MAR/15/2001	☉		



B.



HAIR TYPE	PERM	LENGTH	PREVIOUS VISIT	TREND?	COMMENT	REMARKS
NORMAL	NO	15cm	APR/1/2001	△		



C.



HAIR TYPE	PERM	LENGTH	PREVIOUS VISIT	TREND?	COMMENT	REMARKS
SOFT	YES	20cm	JAN/25/2001	☉		

FIG.4

ITEM	CUSTOMER NO.	REF. NO	NAME	SEX	ADDRESS	E-MAIL	TELEPHONE
1	0001	1-A-011	OO x x	M	TOKYO, OHTA-KU	watanabe@fujitsu.co.jp	03-3123-456
2	0002	1-A-012	OA Δ x	F	KANAGAWA, YOKOHAMA-SHI	nishizaki@fujitsu.co.jp	045-123-456
3	0003	1-A-013	◇◇ O	F	KANAGAWA, KAWASAKI-SHI	ramen@fujitsu.co.jp	044-123-456
4	0004	1-A-014	x x x	F	TOKYO,KUNITACHI-SHI	gurasupa@fujitsu.co.jp	043-123-456
5	0005	1-A-015	Δ Δ	F	KANAGAWA, ZAMA-SHI	nakamura@fujitsu.co.jp	042-123-456

MOBILE	BIRTHDAY	AGE	OCCUPATION	DM SENDING INTERVAL	DM PRODUC -ING PERIOD	NORMAL VISITING FREQUENCY
090-0000-000	1970/05/29	30	OFFICE WORKER	20 DAYS	10 DAYS	20 DAYS
090-0000-000	1969/01/01	32	TOUR CONDUCTOR	20 DAYS	10 DAYS	20 DAYS
090-0000-000	1967/02/02	32	MUSICIAN	20 DAYS	10 DAYS	20 DAYS
090-0000-000	1963/10/11	38	DENTAL HYGIENIST	20 DAYS	10 DAYS	20 DAYS
090-0000-000	1983/07/23	17	STUDENT	20 DAYS	10 DAYS	20 DAYS

FIG.5

ITEM	CUSTOMER NO.	REF. NO	NAME	PREVIOUS DATE OF VISIT	PREVIOUS FRONT LENGTH	PREVIOUS BACK LENGTH	PREVIOUS OUTER LENGTH
1	0001	1-A-011	OO x x	2001/2/15	6cm	14cm	10cm
2	0002	1-A-012	OA Δ x	2001/1/24	10cm	14cm	8cm
3	0003	1-A-013	OD O	2000/11/5	8cm	18cm	14cm
4	0004	1-A-014	x x x	2000/12/10	8cm	12cm	10cm

PREVIOUS INNER LENGTH	GROWTH RATE	TYPE	DIAMETER	NUMBER OF VISITS	SHORTEST VISIT INTERVAL	AVERAGE VISIT INTERVAL	LONGEST VISIT INTERVAL	IMAGE (FACE)	IMAGE (TOTAL BODY)
20cm	1.045	HARD	LARGE	2	36 DAYS	42 DAYS	60 DAYS	XX.jpg	XX.jpg
36cm	1.128	SOFT	SMALL	3	21 DAYS	30 DAYS	50 DAYS	YY.jpg	YY.jpg
20cm	1.605	NORMAL	SMALL	10	14 DAYS	15 DAYS	18 DAYS	XY.jpg	ZZ.jpg
22cm	2.015	SOFT	NORMAL	0		0 DAYS		XY.jpg	WW.jpg

FIG.8

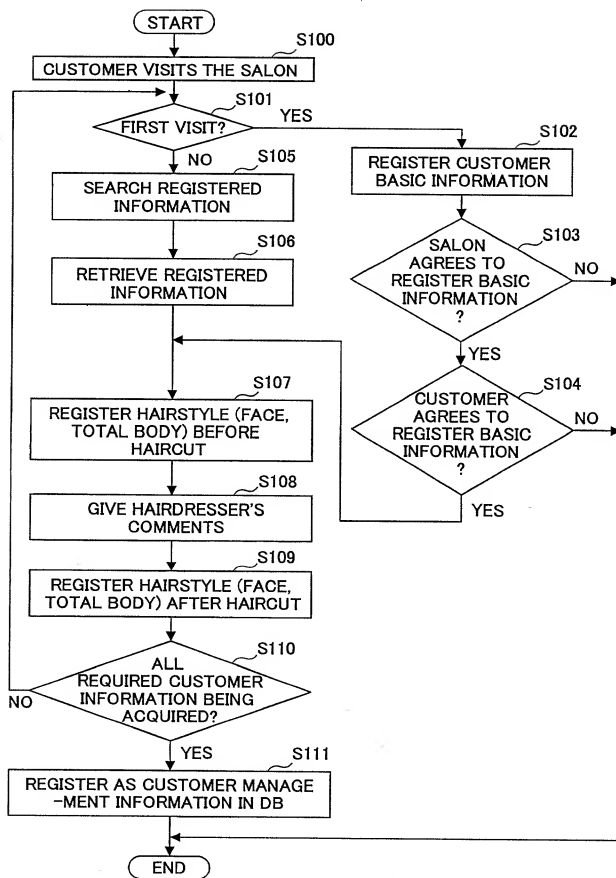
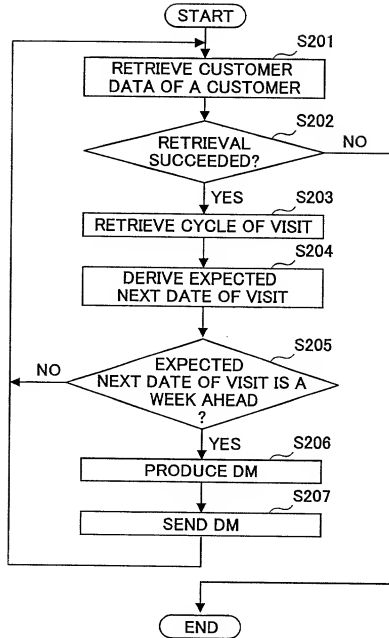


FIG.9



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FIG.10

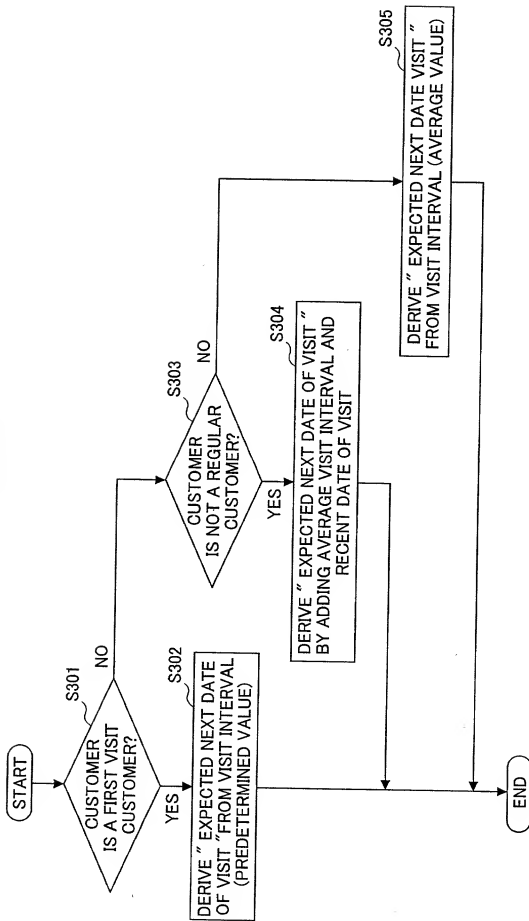


FIG.11

